

**REQUEST FOR PROPOSALS  
FOR THE PURCHASE & DEVELOPMENT  
OF PROPERTY OWNED BY THE CITY OF CALUMET CITY, ILLINOIS**

**I. STATEMENT OF PURPOSE**

In order to promote commercial activity, the City of Calumet City is requesting proposals for the purchase and development of city-owned property. This RFP contains a description of the property, description of the goals for the project, criteria set by the City of Calumet City for the ranking of proposals, and additional information about the site.

**II. THE COMMUNITY**

Calumet City is an economically diverse community of 37,000 that is the commercial hub of a 300,000-resident trade area in Chicago's south suburbs. Located just 30 minutes from Chicago's Loop, Calumet City is adjacent to major interstates (Interstate 94, Interstate 80, Interstate 294) and major state routes (Illinois Route 83).

This access has been integral to the community's development as a commercial hub. The community is anchored by River Oaks Mall and the River Oaks West shopping center, located within a quarter mile of the subject property. The community also contains a host of other commercial uses, and draws shoppers from within the larger trade area. Residents within the trade area have approximately \$1 billion in disposable income that is spent both within and outside of the trade area.

**III. THE PROPERTY**

The property is located at 1747 East-West Road in Calumet City (PIN# 29-24-200-067). In total the site occupies 3.12 acres, or 135,900 square feet. The structure is a single story former retail site occupying 45,900 square feet; the remaining 90,000 square feet is adjacent parking.

The site is located in the high-traffic River Oaks Drive corridor. The site is approximately 800 feet south of River Oaks Drive, approximately one-half mile from Interstate 94 (Bishop Ford Freeway), and approximately one-quarter mile from Illinois Route 83 (Torrence Avenue). Average daily traffic (ADT) counts for the major roads adjacent to the site are as follows (as of 2017):

- Interstate 94: 132,000 daily
- River Oaks Drive: 26,500 daily
- Torrence Avenue: 25,400 daily

The subject property is part of a larger community shopping center initially developed in the early 1980's. The entire site included 225,000 square feet of retail space on an 18.6 acre site. The subject property is a former Circuit City store. The City of Calumet City acquired the site in 2017.

The subject property is designated as a Planned Unit Development (PUD) in the Calumet City Zoning Ordinance. Proposers are encouraged to contact the city's Economic Development Department at (708) 891-8139 or email [psaunders@calumetcity.org](mailto:psaunders@calumetcity.org) for further information regarding the applicable zoning regulations.

#### **IV. SITE DEVELOPMENT GOALS**

Development of this property shall accomplish the following City goals:

*Enhance the Tax Base* - Enhancing the tax base of the City of Calumet City will help grow and sustain a more vibrant commercial corridor in the community.

*Ensure Design Quality and Compatibility* - The site occupies a prominent location in Calumet City, and its subsequent use and appearance should serve as a catalyst for future redevelopment. Appropriate design techniques and materials should be employed to ensure that the development produces a high-quality, attractive building that further enhances the appearance of the area.

*Fill a niche in the Calumet City Business Profile* – Projects that bring a new or enhanced business type or model to the city are encouraged. Proposers are also encouraged to review the Calumet City Comprehensive Plan, completed in 2014, or contact the city's Economic Development Department, for information on local market trends.

A range of development types is preferred by the City, but anticipated development is not limited to these types. The range includes the following:

- Retail uses complimentary to existing businesses and a good fit for the surrounding community;
- Entertainment-related businesses or activities;
- Recreation-related businesses or activities;
- Arts or culturally-related businesses or activities;
- Offices, including research and development activities;
- Full-service restaurants and/or breweries.

In the event of a proposed site use that involves gaming or gambling, the proposer agrees to follow all applicable local ordinances as well as any existing or future laws and conditions set forth in the Illinois Video Gaming Act and Illinois Horse Racing Act and any rules and/or regulations as may be promulgated thereto. Approval for any such prospective use will be predicated on proper licensing and compliance as required by the Illinois Gaming Board and Illinois Racing Board as applicable.

The City of Calumet City reserves the right to select other uses not included in the above list, if the selected developer makes a strong and persuasive argument that another use will fulfill the City's development goals for the site.

## **V. INCENTIVES**

This subject property is eligible for the Cook County Class 8 Property Tax Incentive Program. The program was developed as an incentive to revitalize vacant commercial and industrial properties in south Cook County. Details on the incentive program and potential cost savings can be made available by contacting Pete Saunders, economic development director.

The subject property is also located within the Calumet Region Enterprise Zone, a State of Illinois-designated zone that allows developers to save on renovation and permitting costs. It is expected that a negotiated sale of the property to the selected developer will be one aspect of a development incentive.

The City is currently exploring the development and use of additional economic development incentives for the subject property and the surrounding area. More details about the proposed incentives are available by contacting Pete Saunders, economic development director, at (708) 891-8139 or email [psaunders@calumetcity.org](mailto:psaunders@calumetcity.org).

## **VI. SELECTION**

Proposals for the purchase and development of the property will be evaluated according to the following criteria:

- The extent to which the proposed development satisfies a desired or unique niche in the marketplace and helps diversify the economy of the city;
- The increase in tax/fee revenues that may result from the development;
- The contribution that the development will make toward increased employment and earnings within the city, including the number and quality of jobs created;
- The degree to which the development may potentially stimulate other desirable economic development and/or redevelopment activity;

- The beneficial economic impact the development may have on the area immediately surrounding the project;
- The demonstrated capacity of the developer to finance, market, manage and complete similar previous projects, including the ability to secure successful tenants;
- The developer's experience with initiating and completing projects of a similar scale and scope;
- The developer's demonstrated readiness and ability to proceed on the project including reasonable time schedules and attainable benchmarks.

While the amount paid by the developer to the city for the purchase of the property may be considered, it will not be the deciding factor. The city views this project as a long-term investment in our community, not as a real estate transaction designed to generate the highest sale price possible.

## **VII. SUBMITTAL REQUIREMENTS**

Responses to this RFP shall include the following:

1. Letter of Interest – Include a letter stating the proposer's interest in the project, including a purchase offer for the property and an identified use. Purchase offers should include the and price, the assumptions made to justify the price, and the time needed for closing.
2. Project Summary and Timeline – Provide a written description of the proposed development. Additional graphics, such as initial site plans, may be included as visual aids. The project summary should describe in sufficient detail the concept of the ideal development for the site, overall scope of the project, timeframe within which the proposed project would be started and completed, and any other relevant information. The timeframe should demonstrate the developer's readiness and ability to proceed on the project with time schedules reasonably described.
3. Qualifications and Experience – Provide a list of developers involved in the project and an overview of their experience, including a list of previously completed projects comparable in size and scope.
4. Financial Responsibility - Demonstrate the capacity of the developer to finance the purchase and development of property including the ability to secure tenants, if needed.

Five (5) copies of the proposal shall be submitted to the Office of the City Clerk, City of Calumet City, **no later than 3:00pm on Friday, March 23, 2018**. Proposals will be opened in a public opening to be held at **3:30pm on Friday, March 23, 2018** in the Calumet City Council Chambers.

Potential responders interested in completing a tour of the subject property are invited to contact Pete Saunders, Economic Development Director, at (708)891-8139, or by e-mail at [psaunders@calumetcity.com](mailto:psaunders@calumetcity.com), to coordinate a tour of the property.

## **VIII. GENERAL TERMS AND CONDITIONS**

### **Proprietary/Confidential Information**

The offerors are asked for any restrictions on the use of data contained in their responses and told that proprietary information will be handled in accordance with applicable law, regulations and policy of the city. All proprietary/confidential information must be clearly marked as "Proprietary/Confidential." Otherwise, all documents and information contained in the responses will be considered subject to the Illinois Freedom of Information Act.

### **Background Check**

The city reserves the right to conduct a background inquiry of each developer which may include the collection of appropriate criminal history information, contractual business associates and practices, employment histories and reputation in the business community. By submitting qualifications to the city, the developer consents to such an inquiry and agrees to make available to the city such books and records as the city deems necessary to conduct the inquiry.

### **Determination of Responsibility**

The city may make such investigation as it deems necessary to determine the ability of a developer to provide full performance as outlined in the qualifications. The developer will furnish to the city all such information and data for this purpose as the city may request. The city reserves the right to reject any developer if the evidence submitted by or investigation of such developer fails to satisfy the city that such developer is properly qualified to carry out the obligations of a contract.

### **Rights Reserved by City**

The city reserves the right to amend its evaluation criteria as the city, in its sole discretion, shall determine appropriate, and to utilize, as needed, an independent review team. A review and evaluation of the responses contained in the previous section will serve as a basis of selection of the developer or developers judged best suited to meet the city's goals for the site.

Those deemed best suited then may be asked to submit a more detailed proposal. The city reserves the right to reject any or all submittals; to waive any informality or irregularity not affected by law; to evaluate, in its absolute discretion, the qualifications submitted. The city may, at its option, interview developers as part of this selection process. However, selection may take place without such interviews.

Therefore, proposals should be complete as initially submitted.

In the event of a proposed site use that involves gaming or gambling, the proposer agrees to follow all applicable local ordinances as well as any existing or future laws and conditions set forth in the Illinois Video Gaming Act and Illinois Horse Racing Act and any rules and/or regulations as may be promulgated thereto. Approval for any such prospective use will be predicated on proper licensing and compliance as required by the Illinois Gaming Board and Illinois Racing Board as applicable.

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## **Publication Targets/Individual Solicitations Circuit City Site Request For Proposals**

### **Publication Targets**

Chicago Sun-Times  
[legal@suntimes.com](mailto:legal@suntimes.com)  
(312)321-2345

Chicago Tribune  
[ecom@tronc.com](mailto:ecom@tronc.com)  
(312)222-2222

Northwest Indiana Times  
[legals@nwitimes.com](mailto:legals@nwitimes.com)  
(219)933-3292

North American Procurement Council/Illinois Bid Network  
[bids@napc.org](mailto:bids@napc.org)  
(302)450-1923

Chicago Beer Society  
P.O. Box 1057  
La Grange Park, IL 60526  
Eric Duske, [eric@chibeer.org](mailto:eric@chibeer.org)

Calumet City website

### **Individual Solicitations**

Family Den Lounge  
8942 S. Stony Island Avenue  
Chicago, IL 60617  
(773)734-8545

Chicago Indoor Sports/Razzmatazz  
3900 S. Ashland Avenue  
Chicago, IL 60609  
(773)376-2900

Sapphire Room  
300 Victory Drive  
Park Forest, IL 60466  
(708)679-1100

Windy City Fieldhouse  
2367 W. Logan Boulevard  
Chicago, IL 60647  
(773)486-7300